



PR/096266 | Business Development Manager (Maritime Technology)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1566439

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

November 25th, 2025 10:28

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Business Development Manager – Maritime Technology

My client is a rapidly-expanding Maritime Technology start-up with presence across the region. They are looking to hire a new Business Development Manager as part of their expansionary roadmap.

Responsibilities:

- Develop and execute sales strategies to drive growth in the maritime industry.
- Own revenue targets, forecasting, and performance metrics.
- Identify and prioritize strategic customer segments and high-value opportunities.
- Lead negotiations from proposal to contract closure, ensuring competitive pricing and margins.
- Build and maintain a strong sales pipeline through lead generation and relationship development.
- Manage onboarding of new clients in collaboration with internal teams for seamless activation.
- Act as key account manager for enterprise customers, ensuring satisfaction, renewals, and expansion.
- Represent the company at industry events and client meetings to strengthen brand presence.
- Provide market insights and competitor analysis to support commercial and product strategies.

Qualifications:

- Bachelor's degree in Business, Marketing, Engineering, or related field.
- Strong understanding of maritime operations and technology-driven business models.

- Excellent communication, negotiation, and stakeholder management skills.
- Minimum 3-5 years of experience in B2B sales or business development within Maritime, Industrial Tech, Technology or Safety sectors.
- Proven success in enterprise customer acquisition and account management.
- Highly organized, data-driven, and adaptable to dynamic environments.
- Comfortable working in an early-stage organization.

Raymond Ler (R1876114)

JAC Recruitment Pte. Ltd. (90C3026)

#LI-JACSG

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Company Description